

About the role

Role

Automotive Forecast Lead

Location and hours

London

35 hours per week

Hybrid working with minimum 3 days per week in the office

Career Framework

Senior Expert (individual track)

Salary

Competitive salary plus Benefits

What you'll be doing

The Automotive Forecast Lead is responsible for owning our quantitative assessment of the automotive market outlook, with a particular focus on used car residual values, and supporting the wider business in using this insight to inform pricing, provisions and financial risk management. The role also supports the coordination and delivery of quarterly Residual Value and fleet revaluation outputs across all products, ensuring key assumptions are robust, clearly documented and aligned to our financial risk management approach. The role will oversee an effective approach and framework for managing these programmes in conjunction with the Chief Asset Risk Officer, Leadership Teams and a variety of other key stakeholders.

Main Responsibilities

Working as part of the Asset Risk Division, you will report to the Head of Residual Values with the following responsibilities.

- Support the setting & delivery of the Asset Risk strategy in alignment with the needs of the wider business strategy
- Accountable for the models, assumptions and quantitative processes that underpin our multi-year used car market outlook
- Provide key input into quarterly reports that form the basis of the quarterly Residual Value and fleet revaluation across all MO product lines (car, WAV etc)
- Own the analytical narrative for the automotive transition and economic outlook, ensuring the implications for Residual Value, Pricing and fleet revaluation are clearly understood
- Operate an effective matrix 'way of working' with colleagues within your team and across Asset Risk and the wider business where necessary, relating to the planning, execution and delivery of Team, Asset Risk and wider business goals
- Collaborate with RV Analysts to support the overall RV process
- Support the Strategic Pricing Lead by providing clear insight into the Residual Value and Pricing impacts of economic, industry and automotive market forecasts
- Ensure that the market outlook adheres to MO and Asset Risk governance requirements, with clear documentation, audit trails and review processes
- Work with AR leadership to deliver overarching AR BAU, AR and MO objectives

Motability Operations

- Develop collaborative and enduring relationships with Asset Risk and wider business stakeholders, acting as an advocate for Asset Risk and our ways of working
- Promote best practice in forecasting, modelling, documentation and knowledge sharing across Asset Risk and relevant business teams.
- Where appropriate, engage with relevant third parties, including industry bodies, commentators and experts, to ensure forecasting assumptions remain informed by external insight and aligned with best practice.

About you

- Ability to coordinate multiple stakeholders, colleagues and deadlines
- Strong technical skillset to support forecasting and modelling outputs
- Passionate about using data, modelling and quantitative insight to support accurate decision making
- Experienced in the preparation and validation of data, models and quantitative outputs
- Ability to translate technical analysis into clear business insight for senior stakeholders
- Can understand the business environment, market trends, and the financial impact of decisions to align outlooks to support the organisation's strategic goals
- Ability to build enduring relationships across the business
- Extensive experience of delivering data and quantitative insight activities across a wide range of stakeholders

Minimum criteria

You'll need all of these.

- Extensive experience of delivering data and insight activities across a group of multiple stakeholders
- Considerable experience of Forecasting within a complex business environment
- Experience of using modelling techniques in a commercial environment

Who you'll be working with

You will support the Head of Residual Value and other members of the Asset Risk Senior Leadership Team to prepare and interpret our core quantitative forecasts and insights around the performance of new and used car markets. You will work closely with a team of market analysts, as well as coordinating closely with a range of colleagues across technology, data, modelling, pricing and risk teams.

We're Motability Operations

About us

We're the company behind the Motability Scheme. We exist to deliver smart, sustainable solutions that improve our customers' mobility in a fast-changing world. We're the UK's largest car leasing company and we help over 800,000 people get on the road.

Motability Operations

We employ over 1800 people, across London, Bristol, Edinburgh, and Coalville. We know our people are key to our success, so we aim to create an environment that allows our employees to flourish. We look for highly motivated people with a combination of commercial sense and real enthusiasm to meet our customers' needs.

What we do

We lease a wide range of tailored mobility solutions to people who receive one of the Government's qualifying mobility allowances. Our customers choose a car, Wheelchair Accessible Vehicle (WAV), scooter or powered wheelchair that best suits their needs. We take care of their insurance, breakdown, servicing and more, as part of our worry-free package.

At the end of the lease, our customers can exchange their vehicle for a brand-new model. Each year we sell and move around 200,000 cars. This makes us the largest supplier of single-source vehicles back into the used car market.

The Scheme has been providing affordable, all-inclusive motoring for over 45 years. We pride ourselves on delivering outstanding customer service, with an independent customer satisfaction rating of 9.6 out of 10.

How we work

We work in a hybrid way. That means remotely for up to two days each week and in our great office spaces the rest of the time. This gives us a good work/life balance and lets us collaborate and deliver for our customers. [Visit our website](#) to find out more.

We do our best to accommodate part-time and flexible working requests, where possible, to build on our culture of trust, empowerment, and flexibility.

Our beliefs and values

We believe in building a diverse workforce, where our people are empowered to attend work as their true selves. We encourage people from all backgrounds to apply.

We want to sustain a nurturing culture. And our people to be rewarded equally, regardless of race, national or ethnic origin, sexual orientation, age, disability, or gender.

Our values are at the heart of everything we do:

- We believe no one should be left behind → We find solutions
- We believe we must take the lead → We drive change
- We believe everything starts with the customer → We care

What we can offer you



Pay: competitive salary, with a yearly discretionary bonus, based on your performance



Holiday: 28 days, and you can buy and sell days



Pension: 15% non-contributory pension (9% during probation)



Health and wellbeing: Private Medical Insurance cover available for all employees and free health screenings for over 50s. Life assurance at four times your basic salary, to give you peace of mind. Free access to healthcare apps like Peppy,

Motability Operations

Unmind, and Aviva Digital GP. Mental Health Allies and an Employee Assistance Programme



Development: A library of internal training on our myLearn platform



Family friendly: We have competitive family leave policies



Diversity and inclusion: We embrace the diversity of our people and empower them to come to work as their true selves. We want them to flourish and be rewarded equally. We have Employee Network Groups, and we pride ourselves on being inclusive and all our offices have first-rate disability access



Helping our community: One volunteering day each year, and access to volunteering platform Neighbourly



Schemes: Car Benefit Scheme for electric and hybrid cars. This means you can lease a brand-new electric or plug-in hybrid car, with insurance and more, for a fixed monthly amount. Cycle to Work Scheme. Employee Discount Scheme, to save money across lots of retailers



Other, voluntary benefits: charitable giving, critical illness insurance, dental insurance, health and cancer screenings for you and your partner, discounted gym memberships and season ticket loans, free fresh fruit and snacks in the office